

# EXHIBIT 39

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 1

UNITED STATES DISTRICT COURT  
FOR THE DISTRICT OF MASSACHUSETTS

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IN RE: PHARMACEUTICAL )  
INDUSTRY AVERAGE )  
WHOLESALE PRICE )  
LITIGATION )MDL Docket No.  
 )Civil Action 01CV12257PBS

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DEPOSITION UPON ORAL EXAMINATION OF  
DOROTHY POULSEN

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9:00 a.m

February 22, 2006

PERKINS COIE

1201 Third Avenue, #4800

Seattle, Washington 98101

REPORTED BY: Judith A. Robinson, CCR #2171

Henderson Legal Services  
(202) 220-4158

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Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 40

1 BY MS. O'SULLIVAN:

2 Q. Mrs. Poulsen, the court reporter has  
3 handed you what's been marked Exhibit Poulsen 001.  
4 It's a 1-page document, Bates number at the bottom,  
5 NT013240. A Bates number is a lawyer's phrase for a  
6 number on a document --

7 A. Okay.

8 Q. -- that Mr. Lopez' firm put on that.  
9 I'd like you to turn your attention to the  
10 second half of Exhibit Poulsen 001 where it says,  
11 "From Dorothy Poulsen."

12 Do you see that?

13 A. Yes.

14 Q. What is this document?

15 A. It's an Email between me and Cody, who is  
16 the pharmacy program officer in Minnesota. I don't  
17 know if he was yet at this point but he became  
18 eventually. Yes. He was at this point.

19 Q. If I could try to make my question even  
20 more clear, is the bottom 1/3 of the document  
21 something from you to NMPAAtalk at listbot.com?

22 A. It is, yes.

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 62

1 Q. I think I'll show you a document and make  
2 it easier.

3 A. Yeah. Make it clear so I know what you're  
4 talking about.

5 BY MS. O'SULLIVAN:

6 Q. Exhibit Poulsen 005 is a multi-page  
7 document Bates numbered MT004034 to 4043. The first  
8 page of which is entitled, "Testimony Outpatient  
9 Drugs, January 6, 1998."

10 And it was produced to us attached to the  
11 next document, which follows, "Notice of Public  
12 Hearing of Proposed Adoption and Amendment."

13 A. Okay.

14 Q. I first want to ask you about the very  
15 first page. But please take your time looking  
16 through the exhibit.

17 A. (Witness complies.)

18 MR. LOPEZ: Again, I'll note for the  
19 record, this appears to be a compound exhibit.

20 THE WITNESS: Yes.

21 BY MS. O'SULLIVAN:

22 Q. Okay.

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Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 63

1           A.     I guess I hadn't thought of this being  
2 testimony. This would have been a rule hearing. One  
3 of my responsibilities was, to make sure that the  
4 rules -- what do you call it? The State rules that  
5 we operated under were current and clear and so  
6 forth.

7                     And so in this -- in this case, we were  
8 making some changes to the -- the rules that were  
9 applied, you know, State rules and regulations that  
10 applied to the pharmacy program.

11                    I think, specific -- probably what we were  
12 doing and probably what instigated this was a change  
13 in the dispensing fee. That was generally the thing  
14 that caused us to change rules was a change in the -  
15 - a change in reimbursement.

16           Q.     Does the first page of Exhibit Poulsen 005  
17 reflect the testimony that you gave at a public rule  
18 hearing in January 1998?

19           A.     Yes. This would have been what I  
20 presented.

21           Q.     Now that I know how to ask the question  
22 properly, did you testify before other hearings

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 66

1 program in these cases is the dispensing fee rather  
2 than the drug product."

3 What did you mean by that?

4 MR. LOPEZ: Object to form. It reads the  
5 line out of context.

6 BY MS. O'SULLIVAN:

7 Q. And I -- I don't intend to do so. I'm  
8 asking what you meant by it?

9 A. I think I know what I'm referring to here.  
10 For generic drugs, there was a MAC  
11 pricing, a Federal pricing limit that would minimize  
12 the cost to the program. And generic drugs could be  
13 very, very cheap. Especially per unit, it could be  
14 very, very cheap.

15 If a pharmacy was dispensing on a daily  
16 basis or on a weekly basis or maybe even on a  
17 biweekly basis, then the -- the -- what we paid in a  
18 dispensing fee might be more than what we were  
19 paying for in the drug.

20 So if the drug was 2 cents a pill and we  
21 were paying them \$4.14, every time they dispensed a  
22 -- dispensed for the prescription and if they only

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 67

1 took one pill a day, we were paying 2 cents for the  
2 drug and \$4.14 for the dispensing fee.

3 So the idea was to try to make sure that  
4 they dispensed on a monthly basis, rather than a  
5 less-frequent basis. Especially on medications that  
6 were chronic medications, where they were going --  
7 acute diseases that require only a 1-week or 2-week  
8 prescription. That was one thing.

9 But -- but it's -- as this testimony says,  
10 that -- referring to nursing home patients, use the  
11 same drugs for months and years. So to dispense on  
12 a less-than-monthly basis would be unfair to the  
13 program.

14 Q. Looking at the bottom paragraph on the  
15 first page of Exhibit Poulsen 005, 4 lines down  
16 there's a sentence that begins, "Part" and I'm going  
17 to read the whole sentence:

18 "Part(2)(b) changes the cap for the  
19 dispensing to \$4.14 to reflect the provider increase  
20 passed by the legislature."

21 A. Yes.

22 Q. Do you recall what the dispensing fee was

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 160

1 "The pharmacy should always bill their  
2 usual and customary charge regardless of what  
3 Medicaid pays," was that an accurate statement?

4 A. Yes.

5 Q. Where you wrote:

6 "Montana Medicaid adjudicates claims and  
7 calculates an allowed reimbursement according to the  
8 prices present on the Medicaid drug file," was that  
9 accurate as well?

10 A. Yes.

11 Q. What are you referring to by the "Medicaid  
12 drug file"?

13 A. Consultec's PBM that adjudicated our  
14 claims had a listing of all the drugs with pricing  
15 on it. And that is what we used and that is what I  
16 referred to as the Medicaid drug file. It  
17 differentiates -- I don't know all the ways it  
18 differentiated from their files for other groups  
19 because they were at PBM for more than just  
20 Medicaid. But the Federal upper limits, I don't  
21 think would have been specific to Medicaid.

22 Q. If a pharmacist billed his or her usual



Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 161

1 and customary charge and that was lower than the  
2 price present on the Medicaid drug files that  
3 Consultec's PBM had, Medicaid should have reimbursed  
4 the pharmacy at the usual and customary charge?

5 A. Exactly. If the system was working  
6 properly, that's what it would have done.

7 Q. Do you know the percentage of  
8 reimbursement by Montana Medicaid made at the usual  
9 and customary?

10 A. No.

11 Q. Who would know that?

12 A. I don't -- that would be a question -- you  
13 would have to have Consultec go through and assess  
14 their claim system.

15 Q. Consultec/ACS' data would show that?

16 A. Yeah. Well, even then what the -- the  
17 only way you would know -- well, I don't know of any  
18 way that you would know for sure that someone was  
19 billing at their usual and customary. That's what  
20 they were told to do.

21 If the reimbursement came in lower than  
22 what it paid, but that's not true. Because if they

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 162

1 billed higher, that also could be usual and  
2 customary. I'm not sure how you would -- how you  
3 would determine it. If anybody would know, it would  
4 be the PBM.

5 Q. And your understanding was, it wasn't the  
6 Consultec/ACS people in Helena but it was their PBM?

7 A. It definitely wasn't the people in Helena.  
8 The people Helena knew nothing about the PBM at the  
9 time that I was doing it. It was all done through  
10 Atlanta.

11 Q. Did you have any interaction with the  
12 Consultec ACS/PBM people?

13 A. Yes.

14 Q. What is the name or names of people at  
15 that PBM who should be knowledgeable about billing  
16 that came in at usual and customary versus what was  
17 in the Medicaid drug file?

18 A. The only name I can remember is Leslie  
19 Bratton. And I know she's not even there anymore. I  
20 don't remember names.

21 Q. You heard the name, Brett Jackovac. Was  
22 he in the Helena office?

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 163

1 A. Yes.

2 Q. You can put that away. (Indicating)

3 As the pharmacy program officer for  
4 Montana Medicaid, did you have any responsibility  
5 regarding reimbursement for physician-administered  
6 drugs?

7 A. No.

8 Q. Who did have that responsibility?

9 A. Randy Bowsher, B-O-W-S-H-E-R.

10 Q. I have some specific follow-up questions  
11 on that.

12 We were told that was Randy Bowsher's  
13 responsibility. And we took his deposition last  
14 week and he said, no, actually, you would be the  
15 knowledgeable person.

16 So let me follow up.

17 A. Sure.

18 Q. What was Randy Bowsher's responsibility  
19 with respect to physician-administered drugs?

20 A. He was a program officer for the physician  
21 program. And -- okay. So that's what he was.

22 MR. LOPEZ: I'm going to object to the

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 166

1 the claims processing when there were issues with  
2 claims. And -- and she was the one -- that person  
3 was generally a she. She was the one who would  
4 frequently come and ask me to look up a particular  
5 drug and tell them what the AWP was on it.

6 Q. Who were those people?

7 A. Well, the only name that comes to mind is  
8 Fran. But I mean, it was a series of people. It was  
9 a series of -- there was more than one person who  
10 came up.

11 Q. I have an October 20th, 2000 DPHHS org.  
12 Chart.

13 A. Okay.

14 Q. Will you please take a look at it? I'm  
15 not going to make an exhibit. But see if there's --  
16 if any name on there is a person who assisted Mr.  
17 Bowsher with physician-administered drugs'  
18 reimbursement?

19 A. I don't think this goes deep enough. I  
20 don't even -- I don't even see my name on this.  
21 Yeah. This doesn't go down far enough.

22 Q. We've asked the State's lawyers to tell us

Dorothy Poulsen

February 22, 2006

Seattle, WA

Page 167

1 who that knowledgeable person would be.

2 Were you familiar with the reimbursement  
3 methodology for physician-administered drugs?

4 A. Well, only to the extent that I worked  
5 with them. I mean -- which was not to any great  
6 extent.

7 Q. And to that extent at a general level,  
8 could you describe the reimbursement methodology?

9 A. For their drugs. The physician would bill  
10 in they had provided a number of units of a  
11 particular drug and they would provide a charge.

12 Q. Is it fair to say, that was different than  
13 the reimbursement methodology for pharmacy-dispensed  
14 drugs?

15 A. Oh, yes.

16 Q. When you talk about the physician  
17 submitting units and a charge, do you know whether  
18 that was an actual charge? I mean, do you know what  
19 that charge represented?

20 A. No, actually I don't.

21 Q. Do you know the basis on which Montana  
22 Medicaid would have reimbursed the physician for